

Message Text

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ACTION EA-12

INFO OCT-01 NEA-11 ISO-00 AID-05 CIAE-00 COME-00 EB-08
FRB-03 INR-10 NSAE-00 ICA-11 TRSE-00 XMB-02
OPIC-03 SP-02 LAB-04 SIL-01 OMB-01 NSC-05 SS-15
STR-07 CEA-01 DODE-00 PM-05 H-01 L-03 PA-01
INT-05 AGRE-00 DOE-15 SOE-02 OES-07 /141 W
-----101636 300744Z /14

R 300414Z JUN 78
FM AMEMBASSY CANBERRA
TO SECSTATE WASHDC 3679
AMEMBASSY BANGKOK
AMCONSUL BRISBANE
AMEMBASSY COLOMBO
AMEMBASSY DACCA
AMEMBASSY ISLAMABAD
AMEMBASSY KABUL
AMCONSUL HONG KONG
AMEMBASSY JAKARTA
AMEMBASSY KATHMANDU
AMEMBASSY KUALA LUMPUR
AMEMBASSY MANILA
AMCONSUL MELBOURNE
AMEMBASSY NEW DELHI
AMEMBASSY PORT MORESBY
AMCONSUL PERTH
AMEMBASSY RANGOON
AMEMBASSY SEOUL
AMEMBASSY SINGAPORE
AMEMBASSY SUVA
AMCONSUL SYDNEY
AMEMBASSY TAIPEI
AMEMBASSY TOKYO
AMEMBASSY VIENTIANE
AMEMBESSY WELLINGTON

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USADB ALSO FOR EMBASSY

E.O. 11652: N/A

TAGS: EGEN, ETRD, BEXP, AS

SUBJECT: U.S. PROCUREMENT FROM ASIAN DEVELOPMENT BANK (ADB)

REF: (A) STATE 155300, (B) STATE 160245, (C) STATE 161587,
(D) STATE 112598, (E) CANBERRA 4109 (ALL NOTAL)

1. SUMMARY: THIS IS INITIAL RESPONSE TO QUESTION OF U.S. PROCUREMENT FROM ADB AND PROVIDES RUNDOWN OF RECENT AND CURRENT ACTIONS HERE (IN THE MATTER OF COMMUNICATION WITH APCAC) AND, FOLLOWING RECEIPT OF REFTEL (A), ON HOW WE PROPOSE TO GET DOWN TO THE BUSINESS OF FLESHING OUT ANSWERS FROM THE WIDELY DISPERSED REPRESENTATIVES OF THE U.S. BUSINESS COMMUNITY ON WHAT MIGHT BE DONE TO IMPROVE OUR PROCUREMENT RECORDED IN THE INTERNATIONAL FINANCIAL INSTITUTION (IFIS). END SUMMARY.

2. THE AMCHAM IN AUSTRALIA IS COMPRISED OF SOME 605 CORPORATE MEMBER FIRMS OF WHOM SOME 260 ARE AUSTRALIAN. MOREOVER, AS IN THE CASE IN NEW ZEALAND (SEE WELLINGTON'S 03306 NOTAL) A SUBSTANTIAL NUMBER OF THE INDIVIDUALS WHO ARE ACTIVE IN AMCHAM AFFAIRS ARE AUSTRALIAN NATIONALS. FOR EXAMPLE, THE AM CHAM'S BUSINESS LIAISON COMMITTEE (BLC) WHICH LAST MET IN MAY WITH THE AMBASSADOR AND THE COUNTRY TEAM IN CANBERRA (CANBERRA 4109 NOTAL) WAS 80 PERCENT AUSTRALIAN (ALTHOUGH IT IS TRUE THAT THE BLC MEMBERSHIPS DO CHANGE FROM TIME TO TIME).

3. DURING THE MAY MEETING WITH THE BLC, THE SUBJECT OF LIMITED OFFICIAL USE

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COMMUNICATIONS AND COOPERATION WITH APCAC IN GENERAL AND THE INTER-AGENCY TASK FORCE TO DEVELOP A NATIONAL EXPORT POLICY IN PARTICULAR (STATE 095673) WERE FEATURED IN THE DISCUSSIONS BY THE EMBASSY COUNTRY TEAM. THE BLC HOWEVER FOCUSED HEAVILY ON ITS MORE PAROCHIAL INTERESTS WELL KNOWN TO THE DEPARTMENT (SECTION 911 OF THE TAX CODE; THE DEPARTMENT OF INTERNATIONAL TRADE AND INVESTMENT; DUMPING IN THE AUSTRALIAN MARKET). NEVERTHELESS, BECAUSE OF THE TASK FORCE REVIEWS, IT WAS AGREED TO SCHEDULE EARLY FUTURE MEETINGS WITH THE BLC. THUS, THE ADB QUESTION HAS PROVIDED ANOTHER OPPORTUNITY TO FOCUS THE ATTENTION OF THE BTC ON U.S. EXPORT DEVELOPMENTS.

4. THE ESSENTIAL ELEMENTS OF STATE 155300 WERE PASSED UPON RECEIPT TO THE BLC CHAIRMAN AND EXECUTIVE DIRECTOR OF THE AMCHAM IN SYDNEY. APPROPRIATE SUPPLEMENTAL DATA FROM THE RANGOON EXPERIENCE WERE ALSO PASSED TO THE BLC WITH A REQUEST THAT THESE BE MADE KNOWN PROMPTLY TO THE BLC, THE AMCHAM AT LARGE AS WELL AS THE REGIONAL COMPONENTS OF THE AM CHAM IN MELBOURNE, BRISBANE, ADELAIDE AND PERTH. WE REQUESTED THAT THE BLC FOCUS ON THIS AS PROMPTLY AS POSSIBLE AND HAVE RECEIVED INITIAL INFORMATION THAT IT IS IN THE HANDS OF THE CHAIRMAN OF THE MAJOR PROJECTS COMMITTEE OF THE AMCHAM IN

SYDNEY. THIS COMMITTEE OVERSEES THE INTERESTS OF SOME 150 FIRMS WHICH ARE IN ONE OR MORE OF THE FOLLOWING CATEGORIES:

WHOLLY-OWNED U.S. AFFILIATES, MAJORITY-OWNED BY U.S. FIRMS, MINORITY-OWNED BY U.S. FIRMS AND AUSTRALIAN FIRMS WITH LICENSING AND/OR AGENCY AND DISTRIBUTORSHIPS IN WICH U./ . FIRMS ARE THE SUBSTANTIAL PARTICIPANTS. THE CHAIRMAN OF THE COMMITTEE IS THE MANAGING DIRECTOR OF DRAVO OF PITTSBURGH. WE EXPECT TO HEAR SOON FROM THE BLC AND THE MAJOR PROJECTS COMMITTEE CONCERNING REACTIONS, SUGGESTIONS AND TIMING FOR FUTURE MEETINGS. THE PRINCIPAL OFFICERS AND E/C OFFICERS OF THE CONSTITUENT POSTS HAVE BEEN MADE PRIVY TO THESE EXCHANGES AS WELL AS TO THE DEPARTMENT'S TRAFFIC ON THESE MATTERS. AS APPROPRIATE, THEY WILL BE INCLUDED IN FUTURE LIMITED OFFICIAL USE

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ACTIVITIES AND MEETINGS RELATING TO THE ADB AND IFI PROCUREMENT PROSPECTS.

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ONE INITIAL SUGGESTION THAT HAS BEEN MADE IS THAT WHEN AMEMBASSY MANILA AND/OR THE DEPARTMENT RECEIVE INFO ON UPCOMING PROJECTS, THESE BE PASSED ON A PRIORITY BASIS TO THIS POST AND OTHERS IN THE REGION SO THAT THEY CAN BE PASSED PROMPTLY TO THE AMCHAMS AT THE STAGE WHEN THESE PROJECTS ARE JUST A "GLEAM IN THE EYE". THE QUESTION OF SPECIFICATIONS IS CRITICAL AND THE "GLEAM IN THE EYE" ASPECT ASSUMES A MUCH MORE IMPORTANT CHARACTER IN WINNING A BID THAN IS SOMETIMES APPRECIATED BY THOSE WITHOUT A HEAVY COMMERCIAL-ORIENTATION. THUS, WHILE IT IS WELL TO HAVE THE USADB COMMENT ON THE COMMERCIAL IMPLICATIONS OF PROJECTS, IT HAS BEEN OBSERVED THAT "POLITICAL-ECONOMISTS" DO NOT ALWAYS FOCUS ON THE TIMING, SHORT OR LONG-RANGE IMPLICATIONS FROM A COMMERCIAL PERSPECTIVE. THUS, IT WOULD SEEM TO BE BETTER TO MOVE PROJECT DATA ALONG PROMPTLY AND LET THE CHIPS FALL WHERE THEY MAY.

6. WE SECOND THE SUGGESTION THAT LONGER LEAD TIME IS NEEDED TO HAVE PROJECT DOCUMENTS IN HAND BEFORE COMMENTS ARE REQUIRED.

7. THE FY '79 CCP REVIEW WAS COMPLETED FOR AUSTRALIA WITH THE PARTICIPATION OF THE STATE/COMMERCE TEAM IN MAY. WE ARE REVIEWING THE CCP (AND REQUESTING THE CONSTITUENT POSTS TO COMMENT TO CANBERRA IN TERMS OF IMPACT ON THE CAMPAIGNS, OTHER SPECIAL POST ACTIVITIES, AND ON RESOURCES) AND WILL REPLY BY SEPTEL IN RESPONSE TO STATE 159654 (NOTAL).
SQUIRE

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